

Vietnam

Neville Williams, Solar Electric Light Company



Population: 72 million
Unelectrified Population=30 million (6 million households)

Solar Electric Light Company (SELCO) and SELCO-Vietnam

- SELCO-Vietnam
- U.S.-owned solar electric services company
- Founded in 1997
- Based in Ho Chi Minh City, operates in 10 southern provinces
- Sells solar home systems to rural families for cash and on credit
- USD\$1 million invested to date



Proud owner of 64 W_p solar home system in Binh Phuoc Province with SELCO-Vietnam technician and deputy director. System was installed with support from local Vietnam Women's Union.

Vietnam Bank for Agriculture and Rural Development (VBARD)

- Vietnam's largest rural development bank with over 2000 branches
- Joint program with SELCO-Vietnam to finance rural customers
- Agreement signed in February 1998
- Operates in districts with strong VBARD presence
- Bank loans directly to SELCO customers, taking 75% of risk
- \$400,000 to date using guarantees from IFC loan to SELCO-Vietnam.

Government Programs in Solar Energy

- Prime Minister's office (Government of Vietnam) has called for use of renewable energy where cost effective, especially in rural areas.
- Institute for Energy, Hanoi, does research and pilot projects in all areas of renewable energy.
- Ministry of Industry oversees energy policy, including renewables component of World Bank's Rural Energy Loan.
- Ministry of Science and Technology and Solarlab initiated development of solar photovoltaic (PV) applications in Vietnam.
- The Vietnam Women's Union and SELF, a U.S. non-governmental organization, and SolarLab initiated first community-scale solar electrification pilot projects in three provinces in 1994.
- Electricity of Vietnam and SELCO-Vietnam, a U.S.-based company, have signed an agreement to develop utility-scale solar electrification project.



In March 2000, World Bank President, James Wolfensohn (right) met with SELCO-Vietnam managing director, Shawn Luong, (left) in Vietnam with IFC country director Wolfgang Bertelsmeier (center).

Vietnam Women's Union (VWU) Solar Program

- Eleven-million member Vietnam Women's Union
- Joint program with SELCO-Vietnam to promote rural solar PV
- Launched in 1998
- Rural communities in 10 southern provinces
- VWU earns sales commissions and collects installment payments
- Partially funded by \$750,000 IFC SME loan to SELCO-Vietnam.



SELCO-Vietnam chairman and managers at rural solar service center in Binh Long, Vietnam.